

**Purpose:** To provide training to officers selected for assignment as battalion and/or brigade commanders in U.S. Army Recruiting Command (USAREC).

**Scope:** The curriculum is designed to provide training in the principles of the Army Interview, time management, personnel procurement, the enlistment process to include eligibility, incentives, prospecting and the management systems used to evaluate accomplishment of the recruiting mission.

**Prerequisites:** Active Army officers (lieutenant colonel and colonel) selected for attendance by PERSCOM and USAREC to serve as Battalion or Brigade Commanders. Before attending, Commanders must complete the non-resident course via distance learning. (Phase 1)

**Special Instructions:** The course is 2 weeks in length. Commanders are encouraged to have their spouse attend a special Pre-Command course during week 1. The course is designed to train, challenge, and prepare the candidates for Command in USAREC. Numerous mentors, leaders, and practical exercises will be used throughout the course to enhance the learning environment.

### **Subjects**

Army Leadership Doctrine and Recruiting Operational and Training Doctrine to enable new commanders to:

1. Lead the Force
2. Train the Force
3. Position the Force
4. Mission the Force
5. Target Quality Markets (Intel Prep of the Market)
6. Synchronize Recruiting Assets

### **Required Reading:**

[AR 601-210](#)

[UR 600-22](#)

[UR 601-56](#)

[UR 601-95](#)

[UR 601-107](#)

[UR 140-3](#)

[UR 672-10](#)

[UM 3.0](#)

[UM 3.01-01](#)

[UM 3.02](#)

[UM 7.0](#)

[FM 22-100](#)

### **Needed Items**

Course attendees need to bring the following items with them to the course:

- Army PFU
- 2 Sets of Battle Dress Uniform (BDU) or Army Combat Uniform (ACU), this is the daily uniform.
- Recruiter Work Station Laptop (ARISS)